RJ REYNOLDS
TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

May 6, 1996

RJR Account #375878
P. Cox
McLANE-NORTHEAST

June Promotion (#600819): Salem B2G2F

Dear Paul:

Salem B1G1F product in quantities listed below has been ordered to cover your **June 1996** authomatic monthly display shipment to your participating retail accounts. **135** SKUs of sleeves (item #507743) have been ordered to Consolidated Industries to pack this Promotion.

5/8/96 Changed to ship Sleeves to McLane on 6/3/96 PO# E65468-02 per SS.

UPC Code	SALEM STYLE	#/ (6M) Cases B1G1F Product
12300-12026	*King*	9
12300-12226	*100*	9
12300-12426	*Light*	9
12300-12526	*Light 100*	9

Product PO #E65468-01

Product Arrival:	**June 3, 1996**
Sleeves Arrival (Consolidated):	**June 10, 1996**
Ship Date to Retail:	**Week of: June 17, 1996**
Item #507743 (Sleeves for Display Assembly)	
SKU CUBE :	**1.2840**
SKU WT (w/o Product):	**3.5000 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$4,425.21**
Non-EFT $ Amount:	**$N/A**

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Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2 free sleeves; two (2) buy-1-Get-1-Free pre-banded units should be placed into the sleeve.

SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to $252.00 **(9 cases @ $28.00).**

If you have any questions, please contact me. As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotions Coordinator
/jc
cc: DK / RJR
SS / RJR
LEM / RJR
R. Moore / McLane

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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STATE STAMPING

McLANE NE
#375878

BY STATE: NO./CARTONS TO STAMP 'B1G1F'

SALEM B2G2F	CT	DE	MD	NJ	NY	PA
King	2	4	2	124	14	114
100	2	4	2	124	14	114
Light	2	4	2	124	14	114
Light 100	2	4	2	124	14	114

BY STATE: NO./CARTONS TO STAMP 'LIVE'

SALEM B2G2F	CT	DE	MD	NJ	NY	PA
King	2	4	2	124	14	114
100	2	4	2	124	14	114
Light	2	4	2	124	14	114
Light 100	2	4	2	124	14	114

State Orders B1G1F (#/cases per style)

NJ	5	
PA	4	
	9	$4,425.21

5/6/96
STAMPING.DOC

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